



# **Federal Government Contracting:**

## **What You Need to Know**

By

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# John Miller



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## **41 Years of Federal Government Logistics Experience:**

- **Eight Years as Inventory Manager**
- **12 Years as Logistician**
- **21 Years as Contracts Specialist/ Contracting Officer/Grants Officer**



# VETERANS BUSINESS OUTREACH CENTERS

The SBA's No-Cost Business Counseling Resource for  
America's Veterans and Military Spouses

The Florida Veteran Business Outreach  
Center at Gulf Coast State College is  
funded in part through a cooperative  
agreement with the US Small Business  
Administration



U.S. Small Business  
Administration





**Does the Federal  
Government want  
to do business with  
your company?**

**YES, IF THEY NEED YOUR  
PRODUCT OR SERVICE!**

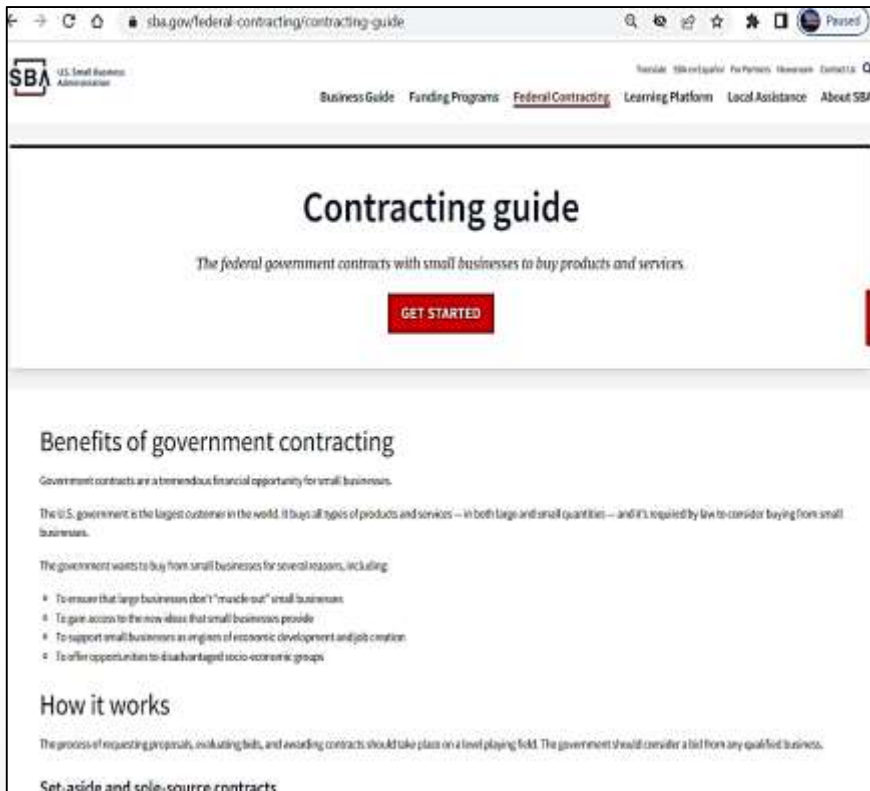
# Our Goal Today:

Show you how to research  
**FREE OF CHARGE**

- **WHAT** federal agencies buy
- **WHEN** they buy
- **HOW** to navigate the federal procurement process to get on a bidders list at the agency and
- **HOW** to market for subcontract work with the prime contractors who are competing for and/or who have won those contracts.



# Two Sources of FREE Guidance



The screenshot shows a web browser window with the URL [sba.gov/federal-contracting/contracting-guide](https://www.sba.gov/federal-contracting/contracting-guide). The page features the SBA logo and navigation links for Business Guide, Funding Programs, Federal Contracting, Learning Platform, Local Assistance, and About SBA. The main heading is "Contracting guide" with the subtext "The federal government contracts with small businesses to buy products and services." A prominent red "GET STARTED" button is centered below the subtext. The page also includes sections for "Benefits of government contracting" and "How it works".

<https://www.sba.gov/federal-contracting/contracting-guide>



## FEDERAL GOVERNMENT CONTRACTING: What You Need To Know

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<https://vboc.org/government-contracting/>



- The U.S. Government is the world's largest buyer of goods and services.
- Government contracting purchases exceed \$500 billion a year and are awarded to large and small businesses.
- In FY2022 \$132.5 billion is planned for DoD contracts
- All federal agencies are required to establish small business contracting goals.



# What They Don't Buy

- Landlords and real estate services – that's the General Services Administration's job

<https://www.gsa.gov/>



- Retail operations on bases and other federal installations like airports are contracted through the Base Exchange or the facility's management





# The Federal Acquisition Regulation (FAR)

This regulation is the LAW for federal procurements.

The screenshot displays the ACQUISITION.GOV website interface. On the left, a sidebar titled 'FAR PARTS' contains navigation buttons for 'Index', 'List of Sections Affected', 'DOD Deviations of', and 'CAAC Deviations'. Below these is a grid of buttons numbered 1 through 45. The main content area shows the breadcrumb path: Home > Regulations > FAR > Part 5 - Publicizing Contract Actions. The FAR logo is accompanied by the FAC Number: 2022-06 and Effective Date: 05/01/2022. There are dropdown menus for 'Part 5', 'Subpart', and 'Section'. Below the navigation are icons for a book, a document, a printer, and a download arrow. A 'Previous' and 'Next' button pair is visible. The main heading is 'Part 5 - Publicizing Contract Actions', followed by a list of sections: 5.000 Scope of part., 5.001 Definition., 5.002 Policy., and 5.003 Governmentwide point of entry.

Be sure to take the time to review the FAR with special emphasis on Part 5 *Publicizing Contract Opportunities* and Part 19, *Small Business Programs*.

Learn more at <http://www.acquisition.gov>



# **So How Do You Get In The Game?**

## **FOLLOW THESE SIX STEPS**

- 1. Find your NAICS codes**
- 2. Register as a contractor in SAM, the federal System for Award Management**
- 3. Use SAM to search for contracting opportunities in SAM**
- 4. Create your Capabilities Statement**
- 5. Mail Cover Letters to the Small Business Representative for that agency**
- 6. Identify SBA certification programs to help you compete and use SUBNET to find subcontracting opportunities**

**AND NONE OF THIS COST YOU ANYTHING BUT TIME!**

# Step #1: Find the North American Industry Classification System (NAICS) NAICS Codes for all your products and services free:

NAICS CODE LIST: Click Any Two Digit NAICS Code to Drill Down Further


Code	Industry Title	<u>Number of Business Establishments</u>
11	Agriculture, Forestry, Fishing and Hunting	367,824
21	Mining	32,268
22	Utilities	48,626
23	Construction	1,514,282
31-33	Manufacturing	657,322
42	Wholesale Trade	697,201
44-45	Retail Trade	1,818,112
48-49	Transportation and Warehousing	656,665
51	Information	370,887
52	Finance and Insurance	772,239
53	Real Estate Rental and Leasing	894,079
54	Professional, Scientific, and Technical Services	2,412,470
55	Management of Companies and Enterprises	79,114
56	Administrative and Support and Waste Management and Remediation Services	1,654,782
61	Educational Services	428,331
62	Health Care and Social Assistance	1,698,635
71	Arts, Entertainment, and Recreation	380,467
72	Accommodation and Food Services	899,728
81	Other Services (except Public Administration)	1,923,739
92	Public Administration	259,259
	Total Business Establishments	17,566,030


Begin with your industry categories, then drill down to your specific products and/or services

<https://www.census.gov/naics/>

**EX: You are an electrical contractor. There is a specific NAICS code for that = 238210**

### NAICS/SIC SEARCH RESULTS

Electrical supply whlesale NAICS Search 

Enter Keyword(s) SIC Search 

<u>NAICS</u>	<u>NAICS Title</u>	<u>Common Keywords</u>	<u>SIC Crosswalk</u>
221330	Steam and Air-Conditioning Supply	Air-conditioning supply	<a href="#">View SIC</a>
221310	Water Supply and Irrigation Systems	Water supply systems	<a href="#">View SIC</a>
812331	Linen Supply	Linen supply services	<a href="#">View SIC</a>
444220	Nursery, Garden Center, and Farm Supply Stores	Farm supply stores	<a href="#">View SIC</a>
238210	Electrical Contractors and Other Wiring Installation Contractors	Electrical, electrical wiring, and low voltage electrical work	<a href="#">View SIC</a>
811118	Other Automotive Mechanical and Electrical Repair and Maintenance	Electrical repair shops, automotive	<a href="#">View SIC</a>
334515	Instrument Manufacturing for Measuring and Testing Electricity and Electrical Signals	Energy measuring equipment, electrical, manufacturing	<a href="#">View SIC</a>
423610	Electrical Apparatus and Equipment, Wiring Supplies, and Related Equipment Merchant Wholesalers	Conduits and raceways, electrical, merchant wholesalers	<a href="#">View SIC</a>
335999	All Other Miscellaneous Electrical Equipment and Component Manufacturing	Mercury arc rectifiers (i.e., electrical apparatus) manufacturing	<a href="#">View SIC</a>
336320	Motor Vehicle Electrical and Electronic Equipment Manufacturing	Electrical control chips (modules), motor vehicle, manufacturing	<a href="#">View SIC</a>
335210	Small Electrical Appliance Manufacturing	Electrically heated bed coverings manufacturing	<a href="#">View SIC</a>
812320	Drycleaning and Laundry Services (except Coin-Operated)	Laundry services (except coin-operated, linen supply, uniform supply)	<a href="#">View SIC</a>
444190	Other Building Material Dealers	Electrical supply stores	<a href="#">View SIC</a>

**THINK BROADLY TO INCREASE YOUR PROSPECTS**

**If you also have an electrical supply shop, you can also register as 44190 retail store.  
If you are also an electric components or supply wholesaler, add 42610 to your NAICS codes.**

**Know your NAICS codes handy. You will use them on your Capabilities Statement**



## **Step #2: Register in SAM**

**System for Award Management (SAM): <https://www.sam.gov>**


### **REQUIREMENTS for Registering in SAM**

- ✓ Be an established business – use your complete name (ex: ABC Enterprise, LLC)**
- ✓ Have a business bank account**
- ✓ Have a Federal Tax ID number (EIN)**
- ✓ Identify the NAICS codes for each of your business' products and services**



<https://www.sam.gov/portal/public/SAM/>

Home Search Data Bank Data Services Help

 Official U.S. Government Website 100% Free

**The Official U.S. Government System for:**

- Contract Opportunities** (was fbo.gov)
- Contract Data** (Reports ONLY from fpls.gov)
- Wage Determinations** (was wdoi.gov)
- Federal Hierarchy** Departments and Subtiers
- Assistance Listings** (was clda.gov)
- Entity Information** Entities, Disaster Response Registry, and Exclusions
- Entity Reporting** SCR and Bio-Preferred Reporting

**Register Your Entity or Get a Unique Entity ID**

Register your entity or get a Unique Entity ID to get started doing business with the federal government.

[Get Started](#)

[Renew Entity](#)

[Check Registration Status](#)


Already know what you want to find?

Select Domain... e.g. 1606N02Q02

**Announcements**

- How to find or get your Unique Entity ID** Apr 1  
To find your Unique Entity ID, visit your entity information in your Workspace, or use the entity information page to search for your entity. To get a Unique Entity ID, choose "Get Started" on the SAM.gov home page.
- If you're an Entity Administrator, read this** Apr 1  
Entity Administrators don't need to take any action until your renewal date, unless your entity name or address has changed. When you renew or your entity name or address change, go here for help.
- Unique Entity ID is here. This is what you need to know now** Apr 1  
To find out what changed on April 4, read this blog.
- Update your ad hoc reports and saved searches now to use the Unique Entity ID** Apr 1  
If you are using a DUNS Number as a filter or attribute on an ad hoc contract data

**Have Questions about SAM.gov?**



Video: How to get a Unique Entity ID

**Frequently Asked Questions**

Click on  
"Get  
Started"



# Take Advantage of SAM's Helpful "Entity Registration Checklist"

<https://bit.ly/3uOHQFU>



## Entity Registration Checklist

### Prepare for Entity Registration in SAM.gov



SAM.gov is an official website of the United States government. SAM.gov is FREE to use. There is no charge to get a Unique Entity ID, register your entity, and maintain your entity registration at SAM.gov.

#### What can you do with this guide?

The questionnaires and checklists here will help you gather the information you need and prepare to answer the questions in your entity registration.



**All Awards** registration allows you to bid on contracts and other procurements, as well as apply for financial assistance. Look for the icon on the left to submit an All Awards registration.

[Jump to All Awards entity registration questionnaires and checklists](#)



**Financial Assistance Awards Only** registration allows you to apply for financial assistance, or grants and loans, only. Look for the icon on the left to submit a Financial Assistance Only registration.

[Jump to Financial Assistance Awards Only entity registration questionnaires and checklists](#)

For <b>All Awards</b> registrations, prepare these sections:	For <b>Financial Assistance Awards Only</b> registrations, prepare these sections:
<ul style="list-style-type: none"><li>• Unique Entity ID</li><li>• Core Data</li><li>• Assertions</li><li>• Reps &amp; Certs</li><li>• Architect and Engineering Responses</li><li>• Defense FAR Supplement (DFARS) questionnaire (if applicable)</li><li>• Points of Contact (POCs)</li><li>• SBA supplemental page (If you are a small business)</li></ul>	<ul style="list-style-type: none"><li>• Unique Entity ID</li><li>• Core Data</li><li>• Reps &amp; Certs</li><li>• Points of Contact (POCs)</li></ul>

# VOSB – SDVOSB : What You Need to Know

The only required registrations are with SAM and the VA, and you can do both for free online on your own. You do not need an intermediary.

- ❖ There is no cost or outside certificate needed to call yourself a “Veteran-Owned Small Business” as long as the majority (51%) of the business is owned and controlled by veterans.
- ❖ If you have a service-related disability, your ability to claim “Service-Disabled Veteran” status is covered by your VA DD214 claim decision letter and can be verified through your SAM registration. Further certifications are not required for bidding on set-asides or for marketing.

***CAUTION: Beware of scammers!***

# About Doing Business With the VA

<https://www.va.gov/osdbu/library/dbwva.asp>

Registration and/or Veteran status is not required to participate in VA procurements. Procurement Opportunities with the VA are posted on SAM.

However, registration is required for Veterans to participate in procurements set-asides specifically for Veterans and Service Connected Disabled Veterans.

The **Vets First Verification Program** allows verified VOSBs and SDVOSBs the opportunity to compete for VA set-asides. During verification, the Center for Verification and Evaluation (CVE) verifies SDVOSBs/VOSBs.

<https://www.va.gov/osdbu/verification/>



## **STEP 3. Finding Federal Procurement Opportunities on SAM.gov** <https://bit.ly/3x4w0dE>

- In general, ALL Federal Government Procurements of \$25,000 or more are required to be posted and viewed free of charge on SAM.
- Procurements of \$15,000 to \$25,000 must also be advertised by the government agency/department with the name and contact point for the government entity announcing the procurement. The information required to submit an offer must be included in the announcement.
- Contract awards of \$25,000 or more are also posted with complete contact information for the company that received the award.



# About the Department of Defense



The Department of Defense (DoD) posts all contracting awards exceeding \$7.5M online daily for all military agencies at this website:

<https://www.defense.gov/News/Contracts/>

# Who is Your POC for Marketing to Federal Agencies?



**The Small Business Representative on a military installation and a federal agency's Office of Small & Disadvantaged Business Utilization (OSDBU) interface directly with small businesses that offer the products or services their agency needs**

**– NOT the Contracting Office!**

## **Small Business Representatives & the OSBDUs** *Offices of Small & Disadvantaged Business Utilization*

**They can establish contracting set-asides for Service-Disabled Veteran-Owned Small Businesses (SDVOSB), Women-Owned and Minority-Owned Small Businesses, and small businesses located in HUB zones.**

- **FYI:** 3% of all federal government procurement funds can be designated for SDVOSBs.
- To make the contract a “set-aside”, the Small Business Representative or OSBDU must be reasonably confident of receiving two or more competing offers from SDVOSBs

# How to Find the Small Business Rep & OSBDU

The screenshot shows the HHS.gov website interface. At the top, there is a search bar with the text "I'm looking for..." and a magnifying glass icon. Below the search bar is a navigation menu with links for "About HHS", "Programs & Services", "Grants & Contracts", and "Laws & Regulations". The breadcrumb trail reads: "Home > About > Agencies > ASFR > Office of Acquisitions and the Office of Grants > The Office of Small and Disadvantaged Business Utilization". On the left side, there is a sidebar with several office links, including "Office of the Assistant Secretary for Financial Resources (ASFR)", "Office of Budget (OB)", "Office of Finance (OF)", "Office of Grants (OG)", "Office of Acquisitions (OA)", and "Grants Management Quality Services Management Office (OSMO)". The main content area displays the title "The Office of Small and Disadvantaged Business Utilization (OSDBU)" and a list of topics on the page, such as "OSDBU Responsibilities", "OSDBU Organization", and "Key Personnel". Below this, there is a section titled "OSDBU Responsibilities" with the tagline "Small Business is the HEART of our Economy". A blue arrow points to the first bullet point in the list: "Promotes the participation of all small businesses in HHS contracts."

Find them online by searching "OSDBU and the agency name".

EX: HHS.gov

<https://webarchive.library.unt.edu/eot2008/20080916004434/http://osdbu.gov/offices.html>

## Step #4: Create Your Capability Statement

- **NO MORE THAN 2 PAGES** – this is NOT a Business Plan
- Describes what your business can offer to potential government agencies and prime contractors, using your applicable NAICS codes.
- Highlights past accomplishments and future capabilities in contracting at any level.
- Be sure to include: what you do, your company history, your staff capabilities, your equipment and resources (add pictures), locations, how you can be contacted, and client testimonials, if you have them, especially from other government agencies.

Learn more: <https://vboc.org/basic-training/>



# Sample Capabilities Statements, templates and guidance on creating one are available online at NO COST from SBA resource partners:

- The Florida VBOC


<https://vboc.org/government-contracting/>

- SCORE

<https://SCORE.org>

- PTAC

<https://www.aptac-us.org/>

<p><b>MEDICAB TRANSPORTATION LLC</b></p> <p><b>MediCab</b> transportation LLC Non-Emergency Medical Transportation</p> <p>3049 Cleveland Avenue, Suite # 227 Fort Myers FL 33901 (Tel) 239-479-1444 (Fax) (877) 745-8863 www.medicabtrans.com</p> <p><i>A Veteran-Owned (VOSB), Minority-Owned Small Business Transport Logistics company with a growing base in southwest Florida</i></p> 	<p><b>Our Capability Statement</b></p> <p><b>Core Competencies:</b> Our mission is to assist Rehabilitation Facilities in our community to quickly and easily get their residents to appointments safely by providing timely interactive transport. We specialize in solving complex transportation problems in a patient-friendly, compassionate manner. Our highly trained, professional employees always go the extra mile to ensure our customers and their families have a good experience when using our services. Utilizing our service can result in significant overhead reduction</p> <p><b>Capabilities:</b> MediCab is an expert in Non-Emergency Patient Transportation and logistics. Our area of concentrated operation is Lee County, serving Fort Myers, Cape Coral, North Fort Myers, Lehigh Acres, Estero, and the surrounding counties: Glades County, Hendry County, Collier County and the State of Florida, where a need is applicable</p> <ul style="list-style-type: none"> <li>• ADA compliant vehicles</li> <li>• Accommodating all forms of wheelchairs.</li> <li>• Bariatric Stretcher (BS) transport and wheelchair transport up to 700 pounds.</li> <li>• Oxygen carried on transports</li> <li>• Multiple hydraulic stretchers that provide safety for the operator and for the patients.</li> </ul>
<p>DUNS: 192493240 NAICS: 561599 SIC: 47290100</p>	<p><b>Differentiators:</b></p> <ul style="list-style-type: none"> <li>✓ Fully insured</li> <li>✓ Professional, passionate, safe, caring team members</li> <li>✓ Over 23 years' combined experience in patient care</li> <li>✓ Registered at <a href="http://www.mvfloridamarketplace.com">www.mvfloridamarketplace.com</a></li> </ul>
<p><b>Contact Information:</b> Martin Ndungu President Cell 239-980-9300 <a href="mailto:martin@medicabtrans.com">martin@medicabtrans.com</a></p>	<p><b>PAST PERFORMANCE: rated "OUTSTANDING" by our clients:</b> Lee Memorial Health Systems (4 hospitals) Lee Memorial Hospital, Gulf Coast Hospital, Cape Coral Hospital, and HealthPark Hospital</p> <p>Contact: Care Management POC: Wyndy Pappageris 16451 HealthPark Commons Dr., #102 Fort Myers, FL 33908 Ph: 239-343-5649 Fax: 239-343-5768</p> <p><b>Calusa Harbour</b> POC Jay Groesser N.H.A 2525 1<sup>st</sup> St Fort Myers FL 33901</p> <p><b>Promise Hospital</b> POC Patrick .G. Rayan CEO 3050 Champion Ring Rd Fort Myers FL 33905 Tel: 239-313-2906 <a href="mailto:prayan@promisehealthcare.com">prayan@promisehealthcare.com</a></p> <p><b>Park Royal Behavioral Hospital</b> Paul Rogers, CFO 9241 Park Royal Dr Fort Myers, FL 33908 239-985-2708 <a href="mailto:Paul.Rogers@acadiahhealthcare.com">Paul.Rogers@acadiahhealthcare.com</a></p>

# Three Types of Capabilities Statements

<b>GENERALLY EFFECTIVE: General Capability Statement</b>	<b>MOST EFFECTIVE: Targeted Capability Statement</b>	<b>VERY SPECIFIC: Sources Sought Capability Statement</b>
<p><b>“All-purpose” document with information about your company, your products or services with applicable NAICS codes, equipment, certifications and/or expertise, past performance/clients by industry sector, and your contact information.</b></p>	<p><b>Tailoring your Capability Statement to speak specifically to an opportunity, an agency’s OSBDU or Small Business Representative, or prime contractor = <i>an excellent way to distinguish your company from everyone who just sent out a general statement.</i></b></p>	<p><b>Technically NOT a Capabilities Statement. The Contracting Office will outline exactly what information they want you to provide and in what format. <i>It is very important that you DO NOT send your normal Capability Statement, even as a secondary attachment.</i></b></p>

# Step #5: Marketing Cover Letters

## *– a well kept secret*

**FYI:** Mail a hard copy of your Capabilities Statement with a cover letter on your company letterhead with an original signature to the OSDBU or Small Business Representative. This works!

<b>Cover Letter to the SMALL BUSINESS REP or OSDBU</b>	<b>General Marketing Cover Letter to other Contractors</b>	<b>Cover Letter to a Federal Contract Award Winner for Subcontract Work</b>
<p>Introduces your company – location, industry sector and specializations, plus any <u>small business designation</u> like VOSB, SDVOSB, Woman or Minority-Owned, Hub Zone, etc. Ask to be considered for any set-asides in your NAICS codes.</p>	<p>Same basic content but meant as a networking letter with same general info. Highlight your potential for teaming or subcontracting</p>	<p>Similar but also congratulates them on their award and introduces your company as a viable subcontractor. Include the same info</p>

# Step #6: Identifying Federal Contracting Award Goals, Diversity Goals & Set-Asides

Every year, the Federal Government awards millions of dollars in contracts, and a significant share of those contracts are specifically allotted to small businesses.

**FYI:** NAICS codes and effective marketing are important!



<https://www.sba.gov/federal-contracting/contracting-guide/size-standards>

# Federal Diversity Goals

The Federal Government establishes diversity goals in government procurements across all agencies and uses these designations to help these types of small businesses win at least 23% of all federal contracting dollars each year.

## **FEDERAL CONTRACT AWARD GOALS ARE NOT MANDATED**

These goals are for special interest groups within the small business community – usually within a 3% to 5% range but are subject to annual adjustment. The only goal mandated in federal legislation is the 3% set-aside for Service-Disabled Veteran-Owned Small Businesses (SDVOSB).

<b>Service-Disabled Veteran-Owned Small Business (SDVOSB) mandated in federal legislation</b>	<b>3%</b>
<b>Federal contracting goal for Woman-Owned Small Business (WOSB)</b>	<b>5%</b>
<b>Federal contracting goal for Small Businesses located in a HUB Zone</b>	<b>3%</b>
<b>Federal contracting goal for 8a Program Participants</b>	<b>5%</b>



# Federal Diversity Certifications

**FYI:** These diversity groups require independent, no-cost registration through the Small Business Administration or a recognized third party and may receive procurement preference based upon their classification.

- The designee must own at least 51% of the business and control its operation.

Learn more at <https://certify.sba.gov/>

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**VETERAN-OWNED SMALL BUSINESS (VOSB)** is self-certifying for all agencies except the Department of Veterans Administration (VA) whose contracting goal is 7% to VOSBs.

Learn more: <https://www.va.gov/osdbu/verification/>

# Federal Diversity Certifications

Free certification through <https://certify.sba.gov/>



Service-Disabled Veteran-Owned Small Business (SDVOSB)  
SELF CERTIFYING except for VA

Woman-Owned Small Business (WOSB) and Economically  
Disadvantaged Woman-Owned Small Business (EDWOSB)



Small Businesses located in a HUB Zone  
Learn more at <https://www.sba.gov/federal-contracting/contracting-assistance-programs/hubzone-program>

Certified 8a Program Participants  
Learn more at

<https://www.sba.gov/federal-contracting/contracting-assistance-programs/8a-business-development-program>



U.S. Small Business  
Administration  
**8(a) Certified**

# SBA SUBNET: The Link between Prime Contractors and Potential Subcontractors



The SBA established SUBNET, a subcontracting network website for large businesses with federal government contracts to advertise subcontracting opportunities and to search for subcontractors to meet established contracting goals.

Learn more about SUBNET:

[https://eweb1.sba.gov/subnet/client/dsp\\_Landing.cfm](https://eweb1.sba.gov/subnet/client/dsp_Landing.cfm)

# SBA's Mentor-Protégé Program

The Small Business Administration oversees all Federal Mentor-Protégé Programs with the exception of the Department of Defense (DoD).

The **Protégé**, an established small for-profit business or agricultural cooperative, partners with a **Mentor**, a larger established business with government contracting experience.



**FYI:** SBA must determine that the mentor-provided assistance will promote real developmental gains for the Protégé, not just act as a vehicle to receive federal small business set-asides AND the applicant Protégé and its prospective Mentor may not be affiliated at the time of application.

Learn more about SBA's Mentor-Protégé and the DoD programs:

<https://www.sba.gov/federal-contracting/contracting-assistance-programs/sba-mentor-protege-program>

# SBA's General Information & Training

SBA.gov's Federal Contracting Guides:

<https://www.sba.gov/federal-contracting/contracting-guide>

<https://www.sba.gov/business-guide/grow-your-business/become-federal-contractor>

SBA.gov's Learning Center: Excellent entry-level, self-paced courses:

<https://www.sba.gov/sba-learning-platform>

Florida's Procurement Technical Assistance Center (PTAC):

<http://floridasbdc.org/services/government-contracting/>

SCORE.org's Learning Library:

[https://www.score.org/content/browse-library?f%5B0%5D=im\\_field\\_topics%3A436](https://www.score.org/content/browse-library?f%5B0%5D=im_field_topics%3A436)

# General Information & Training

## Government Contracting Acronyms:

<https://defensestudies.net/pages/acronyms-used-in-government-contracting-p>

## SAMPLE FEDERAL AGENCY SMALL BUSINESS PROCUREMENT Page

*Department of Labor Procurement Information Site:*

<https://www.dol.gov/oasam/programs/osdbu/regs/procurement.htm>

## THE FEDERAL AGENCIES' SMALL AND DISADVANTAGED BUSINESS UTILIZATION (OSDBU)

The list of departments is particularly useful for locating smaller (\$15K to \$25K procurements and the sites where they are being advertised: [https://www.dm.usda.gov/smallbus/fed\\_osdbus.htm](https://www.dm.usda.gov/smallbus/fed_osdbus.htm)

## DoD Office of Small Business Programs: <https://business.defense.gov/>

## FREEDOM OF INFORMATION ACT (FOIA)

Access to copies of awarded contracts with historical data including specifications, statements of work, terms, conditions, and price, under the Freedom of Information Act (FOIA). This information can be invaluable when preparing your proposal. Contact the specific agency's FOIA official to begin this process. <https://www.foia.gov>

## LEGAL ISSUES FACING GOVERNMENT CONTRACTORS: <https://smallgovcon.com/>

This is not an endorsement of this law firm but this website has a wealth of information.

## VBOC Archive of Webinars

<https://www.gotostage.com/channel/5551176187204481030>





# Got Questions? We Have Answers. Just Ask!

**John Miller**

**[jmiller@vboc.org](mailto:jmiller@vboc.org)**

**800-542-7232, ext 3**

U.S. SMALL BUSINESS ADMINISTRATION



VETERANS BUSINESS OUTREACH CENTERS

**<https://www.vboc.org/>**



*The Florida Veterans Business Outreach Center is funded in part through a cooperative agreement with Gulf Coast State College and the U.S. Small Business Administration (SBA).*